

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT		1. CONTRACT ID CODE N/A	PAGE 1 OF 20 PAGES
2. AMENDMENT/MODIFICATION NO. 0001	3. EFFECTIVE DATE JAN 16, 2002	4. REQUISITION/PURCHASE REQ. NO. N/A	5. PROJECT NO. (If applicable) SPEC. NO. 1037
6. ISSUED BY CODE	7. ADMINISTERED BY (If other than Item 6) CODE		
DEPARTMENT OF THE ARMY U.S. ARMY ENGINEER DISTRICT, SACRAMENTO SACRAMENTO, CALIFORNIA 95814-2922		DISTRICT ENGINEER U.S. ARMY ENGINEER DISTRICT, SACRAMENTO 1325 J STREET SACRAMENTO, CALIFORNIA 95814-2922 ATTN: CONTRACTING DIVISION	
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code)		(√)	9A. AMENDMENT OF SOLICITATION NO. DACA05-02--R-0003
		×	9B. DATED (SEE ITEM 11) N/A
			10A. MODIFICATION OF CONTRACTS/ORDER NO. N/A
			10B. DATED (SEE ITEM 13) N/A
CODE	FACILITY CODE		

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

☒ The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers ☐ is extended, ☒ is not extended.

Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:

(a) By completing Items 8 and 15, and returning 1 copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA (If required)

N/A

NOTE: ITEM 13 BELOW IS N/A.

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

(√) A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
N/A

B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).

C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:

D. OTHER (Specify type of modification and authority)

N/A

E. IMPORTANT: Contractor ☐ is not, ☐ is required to sign this document and return _____ copies to the issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)

Medical Clinic Replacement/Dental Clinic Alteration

Edwards AFB, California

NOTE: A site visit will be held on January 22, 2002 at 10:00 a.m.

2 Encl.

1. Revised Pages: Front End Page (22 of 209)
2. Attachment to Amendment No. 0001 (FOR INFORMATION ONLY)

Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. NAME AND TITLE OF SIGNER (Type or print)		16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)	
15B. CONTRACTOR/OFFEROR	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA	16C. DATE SIGNED
(Signature of person authorized to sign)		BY (Signature of Contracting Officer)	

awarded as a result of this solicitation. Accordingly, offerors or quoters are urged and expected to inspect the site where the work will be performed.

(b) An organized site visit/~~pre-proposal conference~~ has been scheduled for--
January 22, 2002 at 10:00 a.m.

(c) Participants will meet at--

All Contractors shall meet at the Corps of Engineers Resident Office at 222 North Rosamond Blvd., Building 3759 at Edwards AFB, CA.

~~(f) All Technical questions and all contractual questions to be submitted in writing on 3" by 5" index cards (to be handed out at Site Visit). All written to be read aloud at the pre-proposal conference. Questions are answered only if the answer is known. If it is not known, written responses will be incorporated in the pre-proposal conference meeting minutes. Nothing said or done at the pre-proposal conference will qualify or modify the terms of the solicitation document. The only instrument which shall qualify or modify the solicitation is a formal amendment, in writing, per FAR clause 15.409(c).~~

(e) Questions relative to this solicitation must be submitted to the Contracting Officer. ~~no later than 5 days prior to the conference.~~ Questions may be FAXed to Mr. Tom Hart at (916)557-7854 or E-MAILED to thart@spk.usace.army.mil.

(f) In accordance with Edwards AFB, CA, the Security Police require the following information for the contractors to have access to Edwards AFB on Wednesday the 09th of January:

(1) For each attendee for each firm, each offeror shall provide: Name, last 6 of social security number, place of birth, date of birth, and citizenship. If the attendee is a non citizen their information will have to be forwarded through the Foreign Disclosure Office which may take up to 21 days for approval.

(2) All of the above information shall be forwarded by each offeror directly to Mr. Joseph Hunt, Construction Inspector (95 CEG/CECC) Edwards AFB, 923524-8540, Telephone; (661) 277-3791, FAX; (661) 277-8301, E-mail; joseph.hunt@edwards.af.mil.

(3) Contractor personnel must have 2 forms of picture identification to get on base. One of the ID's may be a company picture badge or similar.

52.236-28 PREPARATION OF PROPOSALS--CONSTRUCTION (OCT 1997)

(a) Proposals must be (1) submitted on the forms furnished by the Government or on copies of those forms, and (2) manually signed. The person signing a proposal must initial each erasure or change appearing on any proposal form.

(b) The proposal form may require offerors to submit proposed prices for one or more items on various bases, including--

(1) Lump sum price;

(2) Alternate prices;

(3) Units of construction; or

(4) Any combination of paragraphs (b)(1) through (b)(3) of this provision.

ATTACHMENT
TO
AMENDMENT NO. 0001

Medical Clinic Replacement/Dental Clinic Alteration
Edwards AFB, California
SPEC. NO. 1037

NOTE: THE FOLLOWING PAGES ARE FOR **“INFORMATION ONLY”**
RESULTING FROM THE SITE VISIT/ PREPROPOSAL CONFERENCE.
THESE PAGES **DO NOT** CHANGE THE TERMS OR CONDITIONS OF
THE SOLICITATION IN ANY WAY.

ATTENDANCE RECORD

DEPARTMENT OF THE ARMY
U.S. ARMY ENGINEER DISTRICT, SACRAMENTO
CORPS OF ENGINEERS
1325 J STREET
SACRAMENTO, CA 95814-2922

Project Name: Medical Clinic Replacement/Dental Clinic Alteration
Location: Edwards AFB, California
Solicitation Number: DACA05-02-R-0003
Type of Meeting: Pre-Proposal Conference
Date of Meeting: January 9, 2002

Attendees: (Please Print)

PERSON'S NAME	COMPANY NAME	PHONE NUMBER
1. Bobby Bergner	Leon Construction	805-348-3248
2. PHIL CABERNOCH	LEON CONSTRUCTION	805-348-3248
3. MIKE McDowell	CLIMATEC, INC (ALERTON)	619. 778. 4611
4. MATTHEW VUJOVICH	Hensel Phelps	949. 852. 0111
5. BOB CUTLER	SOUTHERN CALIF. GRADING	(949) 551-6655
6. GLENN SHIHARA	HENSEL PHELPS	949-852-0111
7. Wanda Deal	AFFTC/EMC	661 277 1426
8. STEPHEN ROACH	COE	661-277-9930
9. JOAN O. CRAZE	COE	661-277-9921
10. Ron Schunk	COE Contracting	(916) 557-7480
11. Benjamin Huang	CEG -	661 277 8307
12. JOE. F. HUNT	U.S. AIR FORCE 95 CEG/CECC	661-277-3791
13. RANDY BRADFORD	CONCRETE CUTTING UNL.	661-861-1188

9 Jan. 2002

Sign-In Sheet

Name	Representing	Phone	Email
Nancy Mehaffie	CoE	661-277-6699	nancy.mehaffie@usace.army.mil
JERRY CHANG	J.C. CHANG & Assoc.	310-212-7644 EXT. 250	jcc@EARTH LINK.NET
Darcey Fitzwater	Intertex General Contractors	661-702-2222	dfitzwater@intertex-gc.com
Chase Lowary	Dennis J. Amoroso Co., Inc.	714-704-1888	
TONEY GRIFFITH	R.A. BURCH CONST. CO.	Fax 714-704-1898 760-788-0800-Fax 788-3549	
MARTY MACK	ARCADIA Demolition 11761 E. Telegraph Rd. SANTA FE SPRINGS CA. 90670	562-949-3758 Fax 562-949-3768 mobile 562-824-4659	
JOE HUNT	U.S. AIR FORCE	661-277-3791	JOSEPH, HUNT EDWARDS AF, MIL
Ben Huang	USAF CEC	661-277-8307	Benjamin. Huang@ Edwards.af. mil
George Oyemeyen	1LT MSC 95MDG	661-277-2622	
BRANDON SMITH, CAPT, USAF-HFO-WR		415-977-8869	
MARLA MUSE, MSGT, 95th MDG		661-277-4162	
LEE ERICKSON, CAPT 95 MDG/SGSL		661-277-6705	lee.erickson@edwards.af.mil
JOHN O. CRASE	COE	661-277-9921	
STEPHEN ROACH	COE	661-277-9930	
Jim VANDRAUS	95th MDG/SGSL	661-277-4189	James.Vanderaus@edwards.af.mil
Dan Sherred, Lt Col	95 MDG/SGA	661-277-2010	daniel.sherred@edwards.af.mil
Jose L. Velasquez	Cox Construction	760-727-9020	jvelasquez@coxconstruction.com
ERIC APODACA	CST ENVIRONMENTAL	714-672-3500 FAX 3501	EAPodaca@CSTENVIRON
BRIAN CONZEN	CE Wylie Const	(858) 571-4911	

ATTENDANCE RECORD

DEPARTMENT OF THE ARMY
U.S. ARMY ENGINEER DISTRICT, SACRAMENTO
CORPS OF ENGINEERS
1325 J STREET
SACRAMENTO, CA 95814-2922

Project Name: Medical Clinic Replacement/Dental Clinic Alteration

Location: Edwards AFB, California

Solicitation Number: DACA05-02-R-0003

Type of Meeting: Pre-Proposal Conference

Date of Meeting: January 9, 2002

Attendees: (Please Print)

PERSON'S NAME	COMPANY NAME	PHONE NUMBER
1. ALEX AZARES	COE - HD	(661) 265-7222 X-235 FAX (661) 265-7242
2. JAMES GALT	ENCOMPASS	(714) 445-0200 (714) 445-0085
3. Dale Bruhl	MEC, Inc. ^{Environmental}	(661) 258-8060
4. KCE S. Boyd	MEC, INC	(661) 258-8060
5. Ken Wing	COE - Sacramento	(916) 557-6963
6. John Smock	COE - EAFB	
7.		
8.		
9.		
10.		
11.		
12.		
13.		

Pre-Proposal Conference Minutes

Project Name: Medical Clinic Replacement/Dental Clinic Alteration

Location: Building 5620, AFFTC Conference Center, 90 Farrell Drive at Edwards AF Base

Solicitation No. DACA05-02-R-0003

Date of Meeting: January 9, 2002

All interested personnel met in the AFFTC Conference Center at 10:00 AM. The government personnel introduced themselves to all present in the conference room. A three-page Attendance Record was prepared and Mr. Ronald Schunk from Contracting Division, Sacramento District, handed out a sheet entitled "Helpful Hints for Offerors" to all present. Both the Attendance Record and the handout, will accompany these Conference Minutes. Mr. Schunk also provided 3" x 5" index cards for the purpose of writing down any questions which come up during the site tour or during the actual Pre-Proposal Conference. Prior to site tour someone asked if they were allowed to take photographs during the site tour. The answer was "Yes". All present drove to the worksite where Jim Vandraiss led the site tour. The tour was completed at approximately 11:00 AM and then all immediately returned back to the conference room for the Pre-Proposal Conference. Following are the minutes of the conference, prepared by Mr. Schunk:

Hello – On behalf of the Corps of Engineers, I'd like to welcome you to today's Pre-proposal Conference for Solicitation DACA05-02-R-0003, titled "Medical Clinic Replacement/Dental Clinic Alteration, Edwards AFB, CA. My name is Ronald Schunk. I am filling in for the contract Specialist for this project, Mr. Tom Hart, who could not be here today. Mr. Hart will be your primary point of contact through contract award. His telephone number is 916- 557-5208. With me today is our Project Manager, Mr. Kenneth Wing, and I believe you've been introduced to all the other government personnel in attendance here today.

I've provided a handout sheet entitled "Helpful Hints for Offerors" to assist you in understanding the Source Selection Process. Did everyone receive this handout?

Please feel free to ask contractual questions as we go along. There will be an opportunity at the conclusion of my remarks to ask technical questions. Please use the 3"x5" index cards we have provided for your technical questions, as these must be submitted in writing. Answers to any issues and questions we can't provide today will be included in the meeting minutes, which will be distributed to all plan holders, probably early next week.

I need to emphasize at this point that nothing said here today qualifies or changes the terms and conditions of the solicitation. The solicitation can only be changed by amendment.

Thus far, no amendments have been issued, however, we do expect that an amendment will be coming out shortly. Therefore, any questions not already submitted or discussed today need to be provided to our office ASAP in writing. You may email your questions to us at thart@spk.usace.army.mil AND mshupp@spk.usace.army.mil. These email addresses are found on Page 9 of the RFP.

The purpose of today's meeting is to briefly discuss the contractual aspects of the solicitation, with emphasis on the submission of your offer and the evaluation process. We take the time to do this because many firms are not familiar with the process we will be using, which is usually called either "competitive negotiation" or "best value trade-off source selection". We've found from past experience that a small investment of our time up front greatly improves our odds of receiving quality proposals and reduces the

likelihood that we will have to reject a proposal due to nonconformance with the solicitation's submission requirements.

The information I'm going to review is very basic, but also very important, as the RFP procedures vary substantially from sealed bidding.

There will not be a public bid opening, but even so, offers must be received by the specified time at the specified place. Right now, offers are due by 3 p.m. on February 1st, 2002, at our Sacramento District office. The parking in our building is frequently full, so if you are hand-carrying your proposal, be sure to allow plenty of time to find parking and get to the proper location. Late offers will be rejected in accordance with FAR 52.215-1. [See Section 00100, page 10 of 209 for directions for submitting proposals].

After a bid opening, the bids become public information. Not so in the RFP process. The only information you will receive during the evaluation process will pertain to your own proposal. We will not release the names of the firms which submitted offers, or even the number of offers we received.

Our goal is to make award based on initial offers, but if we are unable to do that, the solicitation allows for discussions if necessary. Generally, the RFP process takes much longer to get to an award than sealed bidding, since both price and technical evaluations are required. This solicitation requires a 60-day acceptance period, but we have an aggressive schedule in place with a target award date around 29 March 2002.

At this point, I'd like to go through the solicitation and point out areas of special concern, based on commonly made mistakes, and the general organizational structure of the RFP.

CCR NOTICE

As you open up Volume One of the solicitation, there is important information pertaining to Required Central Contactor Registration on the inside (green) cover. We can't award to a firm that is not registered, so if you are not yet registered, you need to do so promptly. There is a typo in the URL for the CCR website. It should read: <http://www.ccr.com>.

TABLE OF CONTENTS

Next is the Table of Contents, which provides the beginning page number for each section of the solicitation.

DD FORM 1707

After the Table of Contents is the DD Form 1707, which indicates in Block 6 that this is an unrestricted procurement. All firms regardless of business size are eligible to compete for this award.

STANDARD FORM 1442

The next form is the Standard Form 1442. This is a 3-part form used for soliciting offers, submitting offers, and making the award. The form provides the time and date set for receipt of proposals as previously discussed. It also indicates that an offer guarantee is required. The required amount is 20% of the total price, excluding options, but NTE \$3 million. It also informs you that performance and payment bonds must be furnished within 10 days of contract award [each equal to 100% of the contract price]. The reverse of this page is critical. You must acknowledge all amendments and sign the offer. If you are a joint venture, partnership, or corporation, you must also complete the continuation pages.

PRICING SCHEDULE

Behind the SF1442 is the pricing schedule. Prices must be submitted for all items as indicated. Please check your calculations – errors are common. Do not “round off” extended totals. This pricing schedule will be corrected by the amendment to indicate the “estimated quantity” line items. The quantity for 0004AD, Lead Paint, will also be added by amendment.

SECTION 00100

Section 00100 is next. This section includes the full text of the FAR and DFARS provisions pertaining to this solicitation as well as any local supplements. Please note that this section specifies that FAX and telegraphic offers will not be accepted (Page 12). The provision at FAR 52.215-1, ‘Instructions to Offerors – Competitive Acquisition’, which begins on page 16, summarizes the rules of the source selection process that we will use. It should be read very carefully. Note that it says that you need to submit your best offer up front, as you may not get another chance. Note that a proposal can be rejected by the Government if the pricing is materially unbalanced.

SECTION 00110

PROPOSAL SUBMITTAL REQUIREMENTS AND INSTRUCTIONS

Section 00110, which begins on Page 31, provides detailed instructions for preparing and submitting your offer, which will consist of both a price proposal and a technical proposal. The instructions in Section 00100 provide for the technical and pricing proposals to be submitted separately. We need one original price proposal plus two additional sets [Page 34]. We need one original technical proposal, plus eight additional sets [Page 35]. In preparing your offer, do not presume that the Government has any prior knowledge of your firm. Be sure to structure your proposal in strict compliance with the instructions in the solicitation. Use the specified formats. This will aid our evaluators in reviewing your

proposal. We are requiring very specific information in specified formats in order to “fast track” or streamline the evaluation. For this same reason, there are page limitations for some items. Again, compliance is required.

SECTION 00120

PROPOSAL EVALUATION AND CONTRACT AWARD

An explanation of how we intend to evaluate the offers that we receive begins on Page 52. Paragraph 3 on page 53 is very important, as it gives the relative weighting of technical and price considerations. In this solicitation, technical and price are approximately equal. The technical evaluation factors and subfactors and their relative weights are listed on Page 54 as follows:

THE TECHNICAL EVALUATION FACTORS AND SUBFACTORS:

FACTOR 1: Proposed Management Approach

Subfactor 1a, Project Organization and Management

Subfactor 1b, Scheduling and Phasing of Major Activities

FACTOR 2: Construction Capability

Subfactor 2a, Construction Key personnel – Experience, Qualifications, and
Commitment

Subfactor 2b, Construction Experience

Subfactor 2c, Construction Past Performance

FACTOR 3: Socio-Economic Considerations

Subfactor 3a, Participation of Small Business Concerns, Historically Black
Colleges and Universities, and Minority Institutions

Subfactor 3b, Small Disadvantaged Business Participation under the Authorized
SIC Major Groups/NAICS Industry Subsectors and Construction Regions

RELATIVE WEIGHTING OF THE TECHNICAL EVALUATION FACTORS AND SUBFACTORS:

Factor 2 is the most important Factor.

Under Factor 2, Subfactor 2b and Subfactor 2c are equally weighted.

Under Factor 2, Subfactor 2a is slightly less important than 2b or 2c.

Factor 1 is slightly less important than Factor 2.

Under Factor 1, Subfactor 1a and Subfactor 1b are equally weighted.

Factor 3 is significantly less important than Factor 2.

Under Factor 3, Subfactor 3a and Subfactor 3b are equally weighted.

In summary, we recommend that you read Section 00120 very carefully at least twice – once before preparing your technical proposal, then once again before you finalize your technical proposal. Ensure that your technical proposal has accurately presented your company's ability to successfully complete this project. Be sure that all required information has been provided, because with the exception of past performance, our evaluation must be based strictly on the information presented in your technical proposal. Omitted information could cause your proposal to be considered unacceptable, and therefore ineligible for award. You also need to be aware of the potential impacts of submitting excess information. Excess information will NOT be evaluated. For example, if you were to submit three pages when only two pages were allowed, the third page would not be evaluated. This could have a major impact on your evaluation results if critical information is not considered because it was on the third page.

Next I would like to briefly summarize the evaluation, selection, and award process.

Initially the price and technical evaluation of your proposal are done separately. This prevents the technical evaluators from being influenced by any pricing considerations.

After the conclusion of these two separate evaluations, the Contracting Officer will determine whether or not award can be made on the basis of initial offers. If this can't be

done, the Contracting Officer will determine the competitive range for the project. The competitive range will consist of the most highly rated proposals. When necessary, the competitive range can be further reduced for purposes of efficiency. All firms still in the competitive range at the conclusion of discussions will be given the opportunity to submit a final proposal revision. But, I need to repeat, you need to submit your best offer initially. There may not be a second chance.

The Contracting Officer will select for award the proposal which offers the best value to the Government, which might not be either the lowest priced offer or the offer with the highest technical rating. The decision will involve a comparison of the strengths, weaknesses, and risks in each proposal along with the prices offered. The award will be made to the Offeror which provides the best combination, in the judgment of the Contracting Officer, who will be the Source Selection Authority.

SECTION 00600

REPRESENTATIONS AND CERTIFICATIONS

The next section of the solicitation is 00600, which contains the representations and certifications which must be completed by each offeror. This section begins on Page 59. It must be completed in its entirety and submitted with your pricing proposal. Please be very sure to correctly indicate the proper size status for your company. For this acquisition, the HUBZone price evaluation preference WILL apply [see Page 67]. The SDB Price Evaluation Adjustment will NOT apply to this procurement as it is currently suspended for DoD.

SECTION 00700

CONTRACT CLAUSES

Section 00700 contains the FAR and DFARS contract clauses required by law and regulation. They are provided in full text, beginning on Page 78. These clauses contain important information, including the following:

--The performance period will be 840 calendar days after receipt of the Notice to Proceed (FAR 52.211-10, Page 89-90). This includes work associated with options exercised within 30 days after receipt of Notice to Proceed [per the Pricing Schedule, Page 7].

--The amount of liquidated damages is set at \$1,117 for each day of delay (FAR 52.211-12, Page 90).

--Large businesses will be required to submit a Small Business Subcontracting Plan (FAR 52.219-9, Pages 95-101).

--Performance and payment bonds, each equal to 100% of the contract price, will be required (FAR 52.228-15, Page 131).

--Progress payments will be made monthly or more frequently based on percentage of work satisfactorily completed (FAR 52.232-5, Page 133).

--The due date for invoice payments is 14 days after receipt of the payment request by the designated billing office [FAR 52.232-27, Page 137].

--The contractor is required to perform on the site, with its own organization, work equivalent to at least 20% of the total amount of work to be performed under the contract (FAR 52.236-1, Pages 149-150).

SECTION 00800

SPECIAL CONTRACT REQUIREMENTS

Section 00800 also includes critical information, including the following:

--The work days and hours [see page 184].

--The minimum Insurance requirements [see Pages 186-187].

--The available utilities [see Pages 187-188].

--The use of Partnering [see Page 189]

ATTACHMENTS

The attachments, which begin on Page 190, include the applicable wage decision, Electronic Funds Transfer forms, pre-award survey forms, and the required format for the subcontracting plan.

Special Note: The pre-award survey and the subcontracting plan often cause confusion, because there may be some overlap with the information required in the technical proposal. Include the appropriate information in both places exactly as specified in the RFP. They are evaluated separately.

CONTRACTING AND/OR TECHNICAL QUESTIONS?

This concludes my formal remarks. Are there any questions?

The following questions were received on 3” x 5” index cards. Mr. Schunk read the questions and provided the government responses aloud:

Question #1: Is there a possibility of using a crushing plant for demolition on site?

Response #1: Initially, the government deferred answering this question. After some government discussion, it was determined that due to the proximity to the operating new Clinic, a crushing plant would not be allowed for demolition on site.

Question #2: What procedures are necessary for subcontractors who would like to visit the site after today’s site visit?

Response #2: Another site visit has been scheduled for Tuesday, 22 Jan 02, 10:00 am. Meet at the Corps of Engineers Resident Office at 222 North Rosamond Blvd., Building 3759, Edwards AFB. The POC is John Crase at (661) 277-9921.

Question #3: Would it be possible to bring our sub to have a job walk later on?

Response #3: Another site visit has been scheduled for Tuesday, 22 Jan 02, 10:00 am. Meet at the Corps of Engineers Resident Office at 222 North Rosamond Blvd., Building 3759, Edwards AFB. The POC is John Crase at (661) 277-9921.

Question #4: Do you anticipate an extension for the offer due date?

Response #4: No, not at this time.

Question #5: Which category does site & Utility Demo Fall Into? Is it Line 0002?

Response #5: Initially, the government deferred answering this question. After some Government discussion, it was determined that site and utility demolition costs are a part of Line Item 0002, “Site Work and Utilities Outside the 2 meter Building Line, Complete.

Question #6: Line Items 0004AA-0004AD are associated with quantities. Are we only responsible for this amount? If there is more will this be at additional Cost?

Response #6: The pricing schedule will be amended to show all quantities, which are not 1 Job Lump Sum, as “estimated quantities”. In addition, the Estimated Quantities clause will be included in the solicitation under the same amendment. Surveys performed related to these line items will be included in the amendment.

CONCLUDING REMARKS

I need to remind you once again that anything discussed here today does not change the solicitation, unless incorporated into the solicitation by amendment. If you have questions, please email Tom Hart and Michael Shupp with your concerns. This concludes our preproposal conference. Thank you for your time, attention and your interest in this project. We look forward to your proposals.

HELPFUL HINTS FOR OFFERORS

BE INFORMED

--Read the solicitation carefully; each solicitation stands on its own.

--Ask questions during the solicitation phase. Ensure that you understand what is required by the solicitation.

UNDERSTAND THE PROCESS

--Note that the Government is using the "Tradeoff Method" of source selection for this procurement. This method allows the Government to award to a technically superior firm which did not necessarily propose the lowest price.

--Note that the Government may elect not to go into discussions and go right to award. Submit your best proposal originally as you might not get a chance later to improve it.

--Do not assume that the Government has any knowledge about your firm or its capabilities, even if you have performed prior contracts for Sacramento District. With limited exceptions, the Government can only evaluate the information in your proposal and cannot utilize or rely on other outside information.

KNOW WHAT IS IMPORTANT TO THE GOVERNMENT

--Remember that price is ALWAYS a significant factor in Government acquisitions, even if the solicitation states that technical merit is more important than price. Price is not scored but it is evaluated and considered along with technical merit in the best value determination when the tradeoff method is used.

--Past experience similar to the work required by the Specifications is important to the Government. The Government is interested in technical experience which qualifies a firm to do the work described in the solicitation. If your firm is lacking in experience in an area of work, consider joint ventures or other teaming arrangements.

--Know which evaluation criteria are more important than others. The relative weights of the criteria are in the solicitation. Know the importance placed on technical merit versus price as stated in the solicitation.

FOLLOW THE INSTRUCTIONS

--The price and technical proposals are two separate documents which are independently evaluated. Do not cross-reference information in the price proposal to the technical proposal or vice versa. All information asked for by the RFP must be provided in the technical or price proposal as required even if there appears to be duplication.

--Prepare price proposals as stated in the solicitation. Ensure that all required forms, documents, and any supplementary price breakdowns are completed as indicated and are furnished with the price proposal.

--Format your technical proposal as specified in the solicitation. Don't make the evaluators search for information.

--If there are page limits in the solicitation, stick to them. Excess information will not be evaluated

--Do not fill the technical proposal with "fluff". The Government is not looking for marketing brochures. Respond thoroughly but concisely with substantive information.

--Respond fully to questions if the Government elects to enter into discussions with your firm. Ask for clarifications if the Government's questions are not clear.

